

Message Text

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SUBJECT: SCOPE OF SOLO EXHIBIT-HEALTH CARE INDUSTRIES

REF: A) CARACAS A-206; B) CARACAS 7603

C) CARACAS 5847; D) BREWER-SWETT TELECON

NOVEMBER 15, 1974

1. EQUIPMENT PURCHASES BY GOV AND PRIVATE ENTITIES IN HEALTH CARE EQUIPMENT EXPECTED TO RUN TWENTY TO THIRTY MILLION DOLLARS DURING CALENDAR YEAR 1975.

2. BULK OF GOV PURCHASES DESTINED TO EQUIP NEW HOSPITALS, DISPENSARIES AND REFURBISHED INSTALLATIONS DELINEATED IN CARACAS A-206.

3. TRADE SOURCES INDICATE 75-80PCT OF TOTAL PURCHASES WILL BE IN FIELD OF SIMPLE HOSPITAL EQUIPMENT I.E. BEDS, BASINS, EQUIPPED OPERATING THEATERS, EMERGENCY AND LIFE SUSTAINING FACILITIES. REMAINDER OF 20-25PCT WILL BE FOR HIGH TECHNOLOGY LABORATORY AND SOPHISTICATED BIOMEDICAL EQUIPMENT AND SYSTEMS.

4. DIAGNOSTIC AND ANALYTICAL DEVICES FOR NEW DISPENSARIES AND HEALTH STATIONS AS WELL AS MOBILE UNITS WILL BEIN HIGH DEMAND. THIS INCLUDES COMPLETE FIELD OF X-RAY EQUIPMENT BLOOD, URINE AND OTHER SPECIMEN ANALYSIS UNITS.

5. DENTAL AND OPHTHALMOLOGICAL SECTIONS OF GOV PROGRAM
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REQUIRES COMPLETE RANGE OF DIAGNOSTIC AND CURATIVE EQUIPMENT.

IMMUNIZATION PROGRAM INCORPORATES MASS VACCINATION SCHEME
REQUIRING BASIC EQUIPMENT AS WELL AS CONTINUED SUPPLY OF
DISPOSABLES.

6. PLANS FOR IMPROVED AND EXPANDED PRENATAL, MATERNITY,
POST DELIVERY AND PEDIATRICS PROGRAMS PROVIDE GOOD
MARKET FOR APPROPRIATE EQUIPMENT THESE FIELDS.

7. PRESENT GOV PROGRAM IN PUBLIC HEALTH DESIGNED TO
ENHANCE EXISTING PREVENTIVE MEDICINE PROGRAM AND BROADEN
CONSIDERABLY RANGE OF EMERGENCY AND ROUTINE MEDICAL SERVICES
AVAILABLE TO PUBLIC THROUGHOUT COUNTRY.
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